

WE MAKE CUSTOMIZED SOLUTIONS

How Cushman & Wakefield's Corporate
Capital Markets team solves occupier
real estate financial challenges and
maximizes opportunities

OUR CAPABILITIES

CORPORATE CAPITAL MARKETS

Real Estate Strategy, Financial Structuring & Transaction Services
for Corporations, Institutions & Organizations

ADVISORY SERVICES

We solve complex, financially material real estate problems by bridging separate disciplines to create a customized strategy.



FINANCING SOLUTIONS

We structure, negotiate, and execute transactions — arbitraging corporate credit and real estate market underwriting — to optimize one or more key financing objectives.



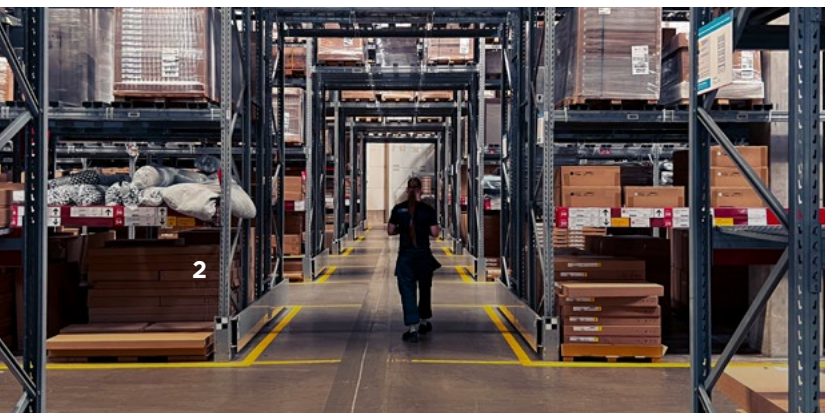
Our Advisory Services include:

- Enterprise Level & Major Site Strategic Demand Forecasting
- Headquarters & Major Site Real Estate & Financing Strategy
- Large Lease Transaction Strategy & Structuring
- Build-To-Suit Strategy & Structuring
- Asset Holding & Financing Strategy: Portfolios and Single Properties
- Surplus Asset Disposition Valuation & Strategy
- Fairness Opinions

Our solutions include a broad range of complex transactions such as:

- Sale / Leaseback and Build-To-Suit Financing
- Structured Net Lease / Capital Lease
- Synthetic Lease / Private Reit* / Credit Tenant Lease
- Tenant Improvement Financing
- Surplus Asset Sales – Single Properties & Portfolios

** Provided through our FINRA-registered broker/dealer affiliate, Cushman & Wakefield Securities, Inc.*





WE MAKE CUSTOMIZED FINANCIAL SOLUTIONS

Different businesses have different strategic real estate and financing needs.

Our experts in Corporate Capital Markets provide financial advisory and customized financing solutions tailored to the business objectives that drive our clients' strategic real estate and financing needs. We specialize in transactions that arbitrage corporate credit and real estate market underwriting.

We add real value to our clients' business by achieving key objectives such as:

- ▶ **MAXIMIZING** VALUE / PROCEEDS
- ▶ **MINIMIZING** COST TO OPERATIONS
- ▶ **OPTIMIZING** FINANCIAL REPORTING AND TAX IMPACTS
- ▶ **MITIGATING** RISK TO THE BUSINESS

OUR TEAM HAS EXTENSIVE EXPERIENCE

IN ALL ASPECTS OF CORPORATE FINANCE AND REAL ESTATE INCLUDING:

CORPORATE REAL ESTATE

REAL ESTATE INVESTMENT MANAGEMENT

INVESTMENT BANKING

MANAGEMENT CONSULTING

This breadth and depth of experience enables us to effectively underwrite both the real estate and corporate credit components of single tenant and net leased assets. We execute transactions across all asset classes, with experience advising on behalf of a wide range of industries, company sizes, and ownership structures including:



FORTUNE
500
COMPANIES



LARGE &
MID-CAP
FIRMS



START-
UPS



PUBLIC
SECTOR



NOT-FOR-
PROFITS



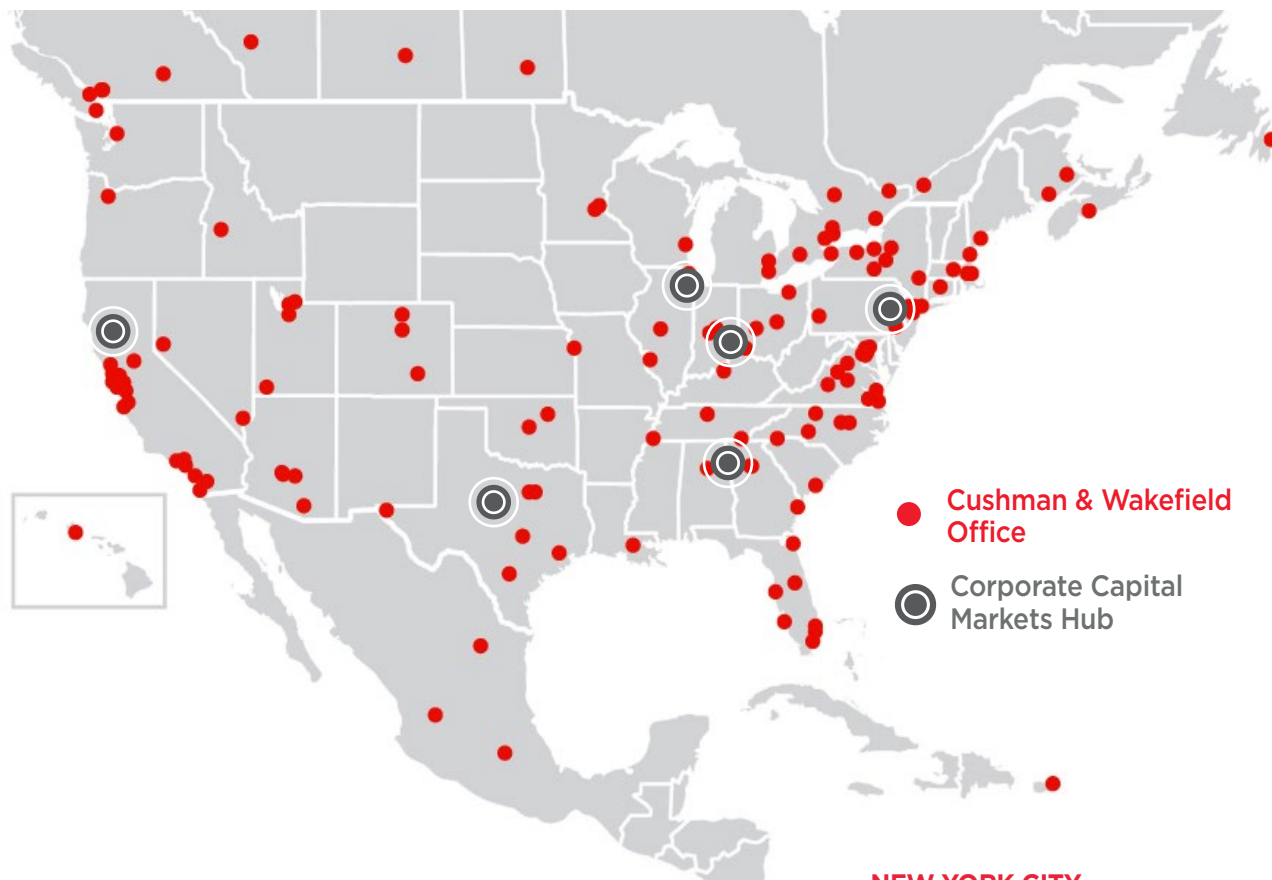
SCHOOLS &
UNIVERSITIES



PRIVATE EQUITY SPONSORED
& PORTFOLIO COMPANIES

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OUR NATIONAL PRACTICE



● Cushman & Wakefield Office

⊙ Corporate Capital Markets Hub

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REPRESENTATIVE CLIENT SUCCESS

SALE / LEASEBACK



WARNER MEDIA

1.46M SF
\$2.155B
New York, NY

JOINT VENTURE FINANCING



**PORT
AUTHORITY**

1 World Trade Center
New York, NY

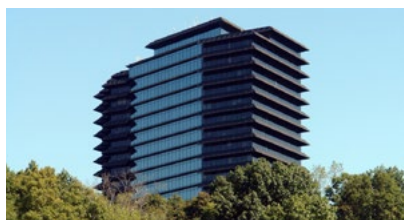
SALE / LEASEBACK



**NEW
YORK
TIMES**

Capital Lease/Condo Interest
Below-Market Purchase Option
New York, NY

TENANT IMPROVEMENT FINANCING



**IHG
HOTELS &
RESORTS**

Confidential
488K SF
Atlanta, GA

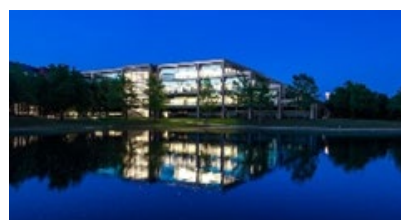
LONG-TERM NNN LEASE



**75
ROCKEFELLER
PLAZA**

W/Significant Renovation
of Iconic Office Tower
New York, NY

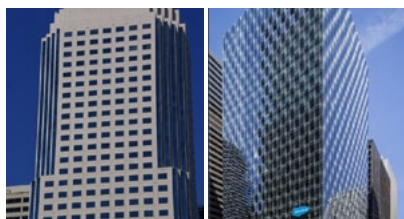
PURCHASE & SALE / LEASEBACK



VERIZON

\$344M
1.15-MSF Office Campus
Irving, TX

HEADQUARTERS LEASE ADVISORY



SALESFORCE

1.2M SF Expansion
Worldwide Headquarters
San Francisco, CA

SURPLUS ASSET SALE



**HEWLETT
PACKARD
ENTERPRISE**

500K SF
Manufacturing Facility
Fremont, CA

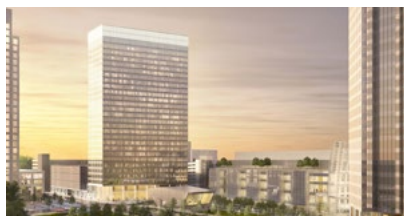
SURPLUS ASSET SALE



SYMANTEC

300K SF
Two-Building Headquarters
Cupertino, CA

SYNTHETIC LEASE



DEVON

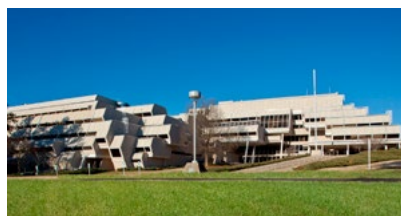
\$300M
600K SF
Oklahoma City, OK

BUILD-TO-SUIT FINANCING



Confidential Client
270K SF / \$160M
Indianapolis, IN

SURPLUS ASSET SALE

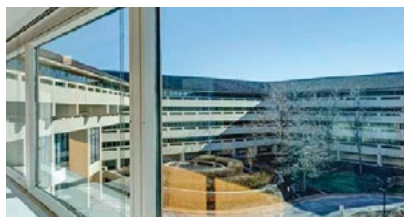


GSK

703K SF
Six-Building Corp. Campus
Research Triangle Park, NC

REPRESENTATIVE CLIENT SUCCESS

SALE / LEASEBACK



VERIZON

\$650M
1.4M SF
Basking Ridge, NJ

SALE / LEASEBACK



ERICSSON

\$100M
260K SF
Plano, TX

SALE / LEASEBACK



AT&T

\$109M
348K SF - Data Center
Brentwood, TN

SALE / LEASEBACK



REUTERS

\$58M/247K SF
2 Data Ctrs + Office Bldg
Hazelwood & St. Louis, MO

SALE / LEASEBACK



GESTAMP

637K SF
\$75M
Chattanooga, TN

SALE / PARTIAL LEASEBACK



GSK

\$65M
200K SF - Data Center
Suburban Philadelphia

BUILD-TO-SUIT FINANCING



VERIZON

225K SF
Lease with Purchase Option
Orlando, FL

BUILD-TO-SUIT ADVISORY



COMENITY

500K SF
Headquarters Facility
Columbus, OH

SALE / LEASEBACK



THRIVENT

\$130M
261K SF
Minneapolis, MN

SALE / LEASEBACK



CITI

619K SF
Partial Leaseback
Irving, TX

BUILD-TO-SUIT FINANCING



BASF

\$250M
North American
Headquarters

CAPITAL LEASE FINANCING



Confidential Energy Company / \$32M
53K SF - Data Center Build-to-Suit
Jackson, MS



About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with approximately 52,000 employees in over 400 offices and approximately 60 countries. In 2022, the firm had revenue of \$10.1 billion across core services of Property, facilities and project management, Leasing, Capital markets, and Valuation and other services. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.

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Cushman & Wakefield Capabilities

Service Lines

Agency Leasing
Asset Services
Capital Markets
Facility Services
Global Occupier Services
Project & Development Services
Tenant Representation
Valuation & Advisory

Industries & Specialties

Airports
Automotive
Build-to-Suit
Data Centers
eCommerce
Education
Emerging Technology
Energy (oil & gas)
Financial Services
Flexible Workplace
Food & Beverage
Global Supply Chain
Government
Healthcare
Hospitality

Industrial
Land
Legal/Professional
Life Sciences/Pharma
Multifamily
Net Lease Investment
Not-for-Profit
Office
Ports & Intermodal
Public Sector
Rail
Retail
Sports & Entertainment
Third-Party Logistics (3PL)

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